



**INTER  
CARS**

together we **create**  
**s u p p o r t**  
**d e l i v e r**

# Inter Cars facts & figures

**May 2025**



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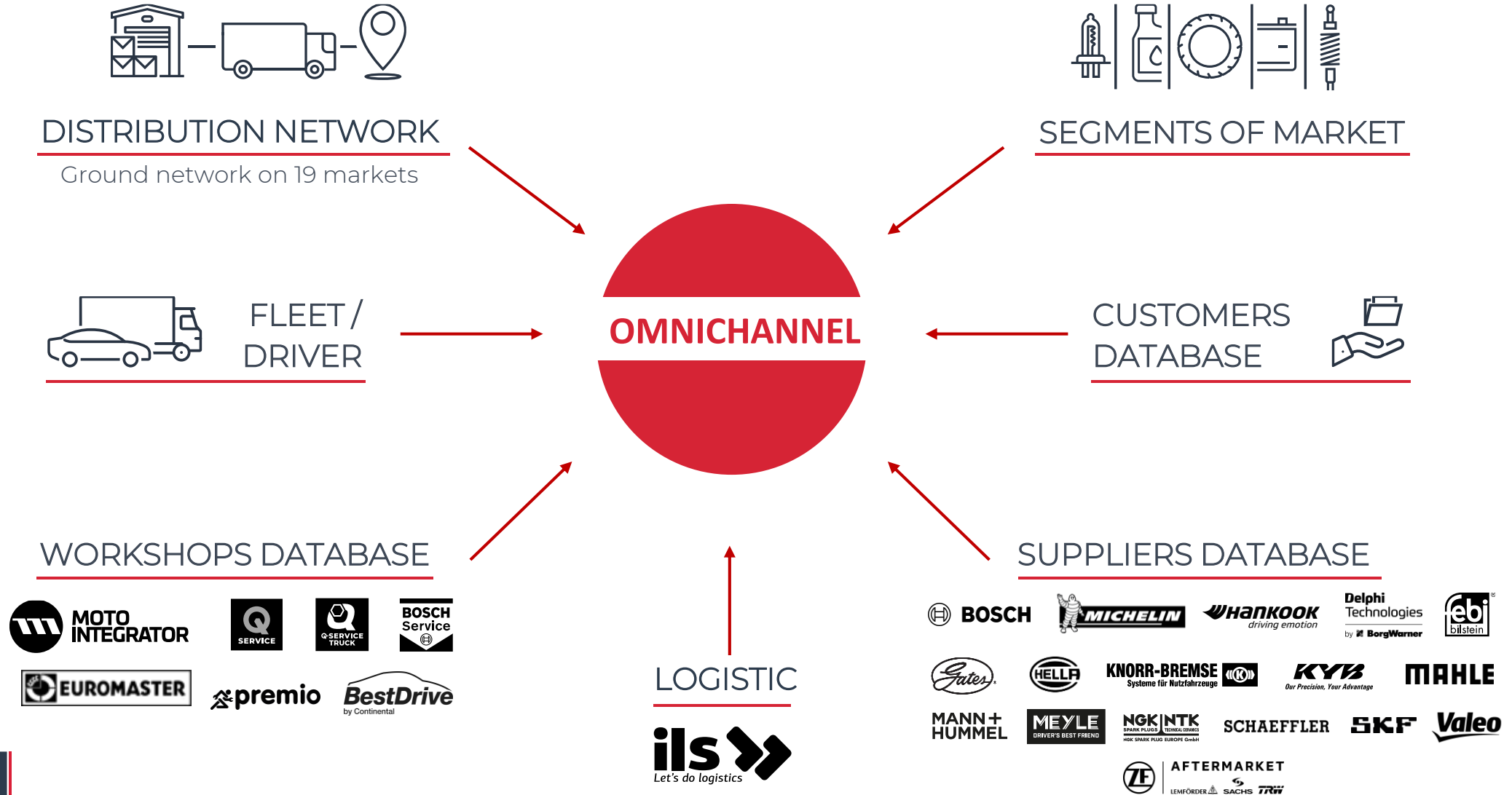
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# WE HAVE BEEN BUILDING A COMPREHENSIVE ECOSYSTEM FOR MOBILITY TIMES



## SYNERGY IN PARTS SALES FOR SUPPLIERS



PV (Passenger Vehicles)



TYRES



ACCESSORIES



CV (Commercial Vehicles)



BATTERIES



MOTO



OFF HIGHWAY



LUBRICANTS



INDUSTRY



VISUAL PARTS



GARAGE EQUIPMENT



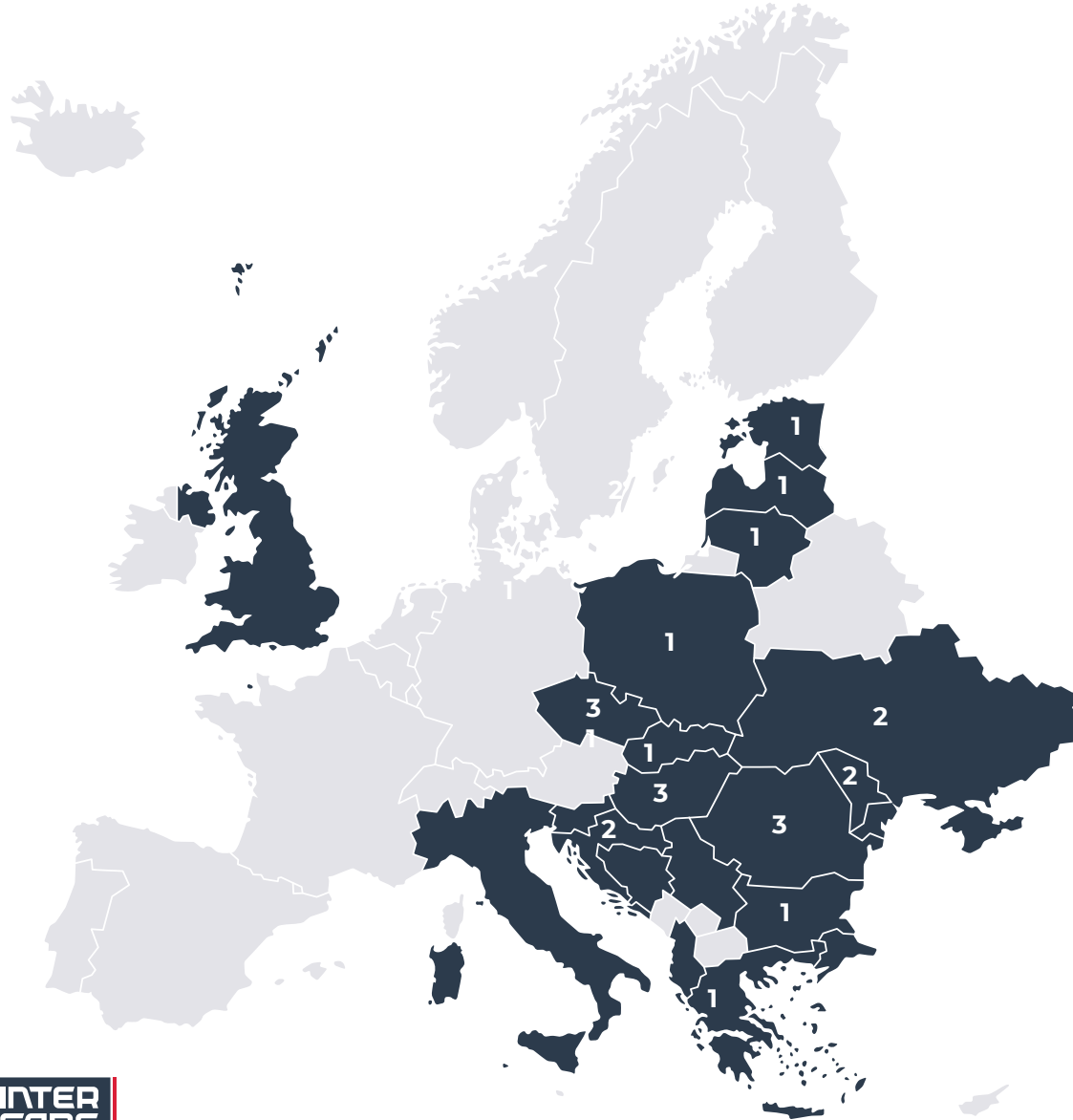
TUNING



MARINE

Inter Cars uses its **scale of operation** and at the same time is organized in smaller, **specialized business segments**, thus acting agile and flexibly, able to compete with smaller companies.

# INTER CARS PERFORMANCE DURING LAST 13 YEARS



**#1** in CEE  
passenger car parts

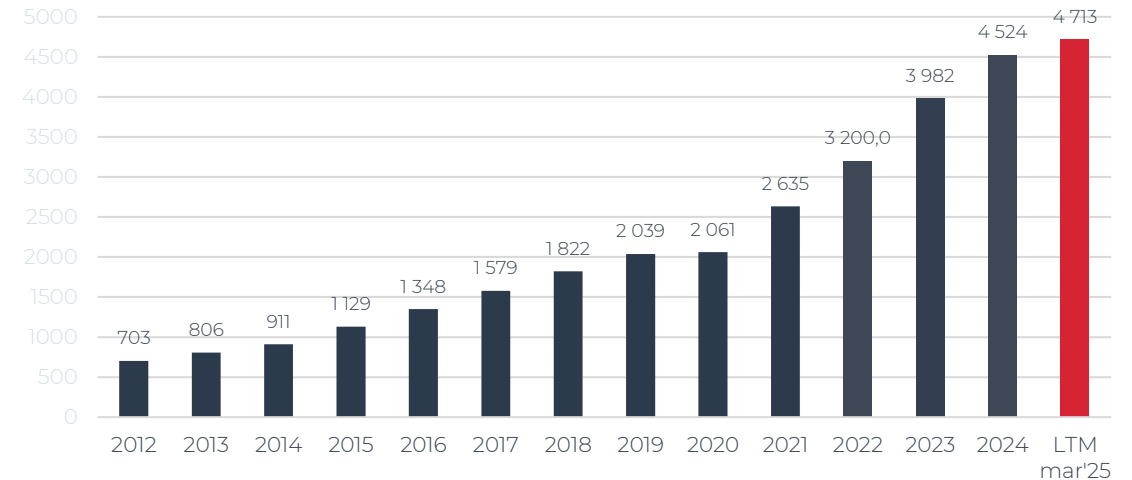
**#1** in the EU  
truck parts

**20<sup>1</sup>**  
countries

**#2**  
in the EU

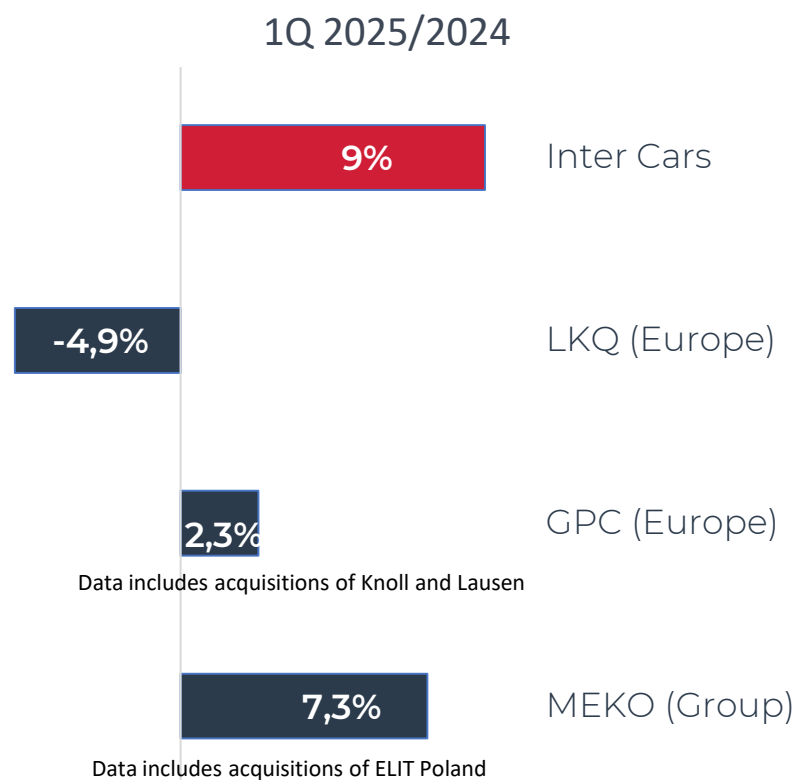
**#6**  
worldwide

Sales EUR (no interco) mio



<sup>1</sup> Countries where Inter Cars has a brick and mortar distribution chain and Great Britain.

## INTER CARS IN LAST 12 MONTHS

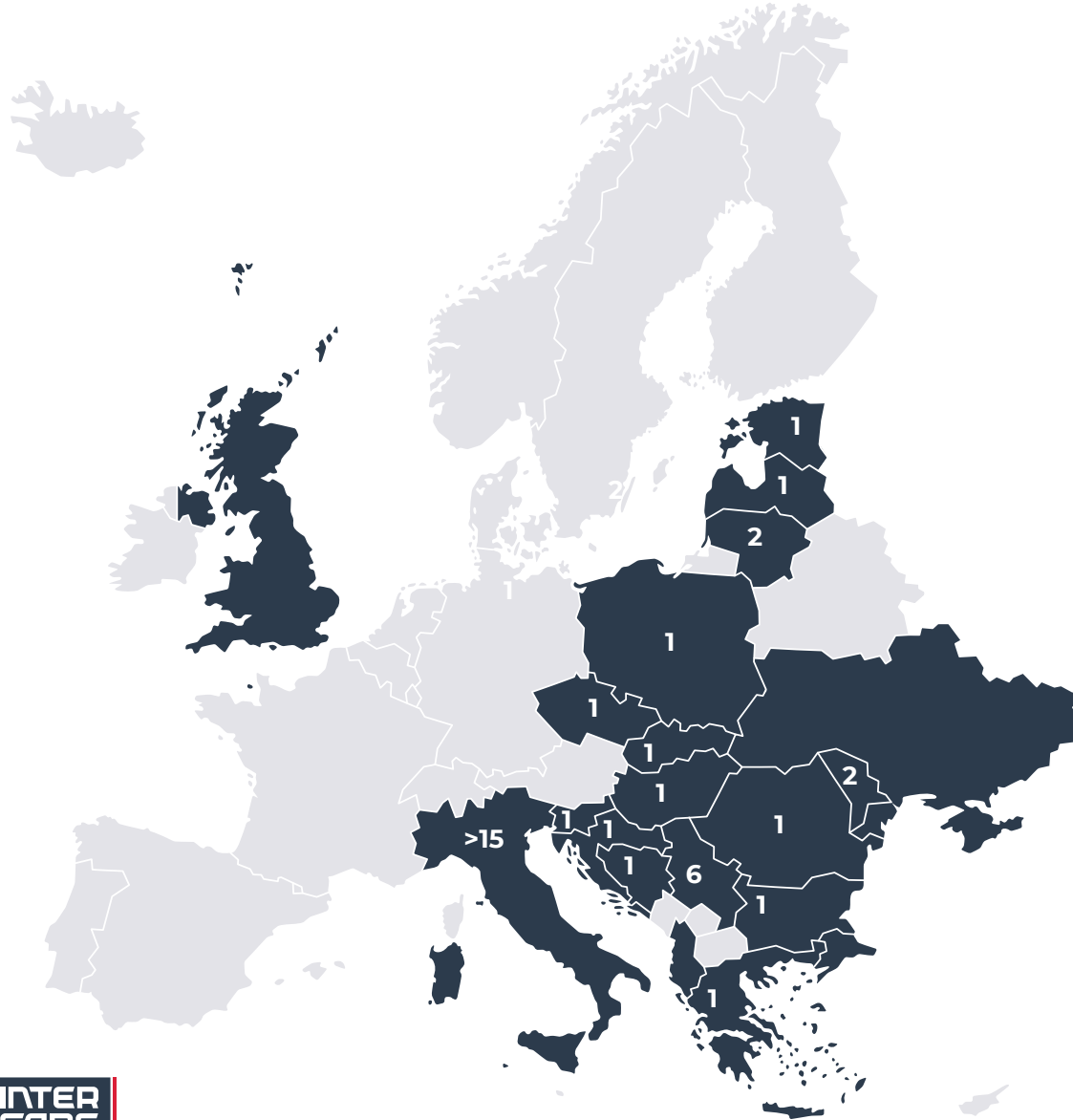


[mio EUR]	1Q2025	1Q2024	change %
<b>Inter Cars</b>	<b>1 142</b>	<b>1 048</b>	<b>9,0%</b>
LKQ (Europe)	1 445	1 519	-4,9%
GPC (Europe)	924	903	2,3%
MEKO (Group)	409	381	7,3%
<b>Total</b>	<b>3 920</b>	<b>3 851</b>	<b>1,8%</b>

[mio EUR]	2024	2023	change %
<b>Inter Cars</b>	<b>4 524</b>	<b>3 982</b>	<b>13,6%</b>
LKQ (Europe)	5 913	5 821	1,6%
GPC (Europe)	3 560	3 335	6,7%
MEKO (Group)	1 576	1 461	7,8%
<b>Total</b>	<b>15 572</b>	<b>14 599</b>	<b>6,7%</b>

Data	1Q			YEAR		
<b>FX rates</b>	<b>2025</b>	<b>2024</b>	<b>change %</b>	<b>2024</b>	<b>2023</b>	<b>change %</b>
EUR -> PLN	4,1848	4,3211	-3,2%	4,3042	4,5284	-4,90%
USD -> PLN	3,9737	3,9941	-0,5%	3,9853	4,1823	-4,70%
SEK -> PLN	0,3753	0,3811	-1,5%	0,3758	0,3947	-4,80%

# RANKING OF DISTRIBUTORS ON CV MARKET



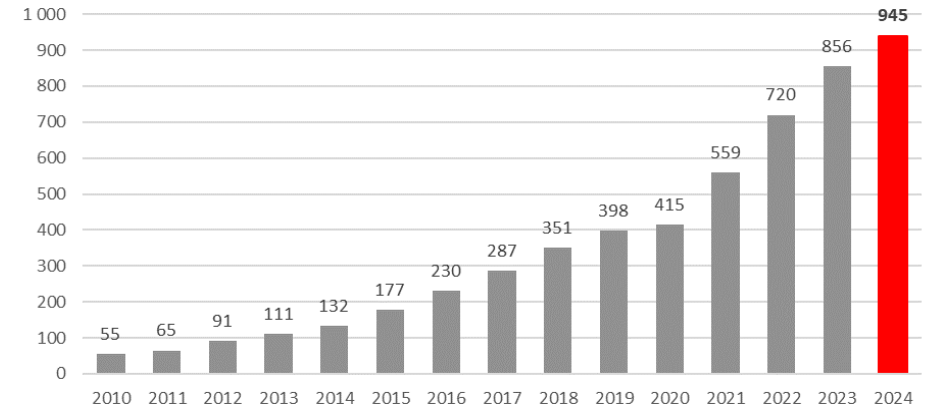
2024 Rank of Inter Cars companies on particular markets.

**20<sup>1</sup>**  
countries

**#1 in the EU**  
truck parts

We have changed the way truck parts are distributed and installed.

Sales in mio EUR



Country [ths €]	2020	2021	2022	2023	2024
<b>Inter Cars</b>	<b>415 000</b>	<b>558 700</b>	<b>720 172</b>	<b>856 000</b>	945 000*
Winkler	<b>443 539</b>	450 000	460 000	524 000	524 000*
Europart	430 000	440 000	440 000	508 000	508 000*

<sup>1</sup> Countries, where Inter Cars has a brick and mortar distribution chain and Great Britain.

<sup>2</sup> Source: black colour – Inter Cars estimations, red colour – company financial reports.

# EUROPEAN LARGEST STOCK LISTED AUTO PARTS DISTRIBUTOR WITH PRESENCE IN 20 COUNTRIES

## Performance in numbers

**35**  
suppliers | realize 50%  
of purchase orders

**660+** | branches

**660K+** | SKU's on stock

**35 000+** | registered in  
"routing platform"  
Motointegrator

**300 000** | regular  
customers

## Attractive Financial Profile

**PLN 4,8 bn**  
(€ 1,1 bn) | 1Q2025 Sales

**16,6%** | 2013 – LTM Mar'25  
Sales CAGR

**16,6%** | 2013 – LTM Mar'25  
EBITDA CAGR

**62%** | Cash conversion<sup>2</sup>  
LTM Mar'25

**PLN 5,24 bn**  
(€ 1 251 mln) | Equity  
1Q2025

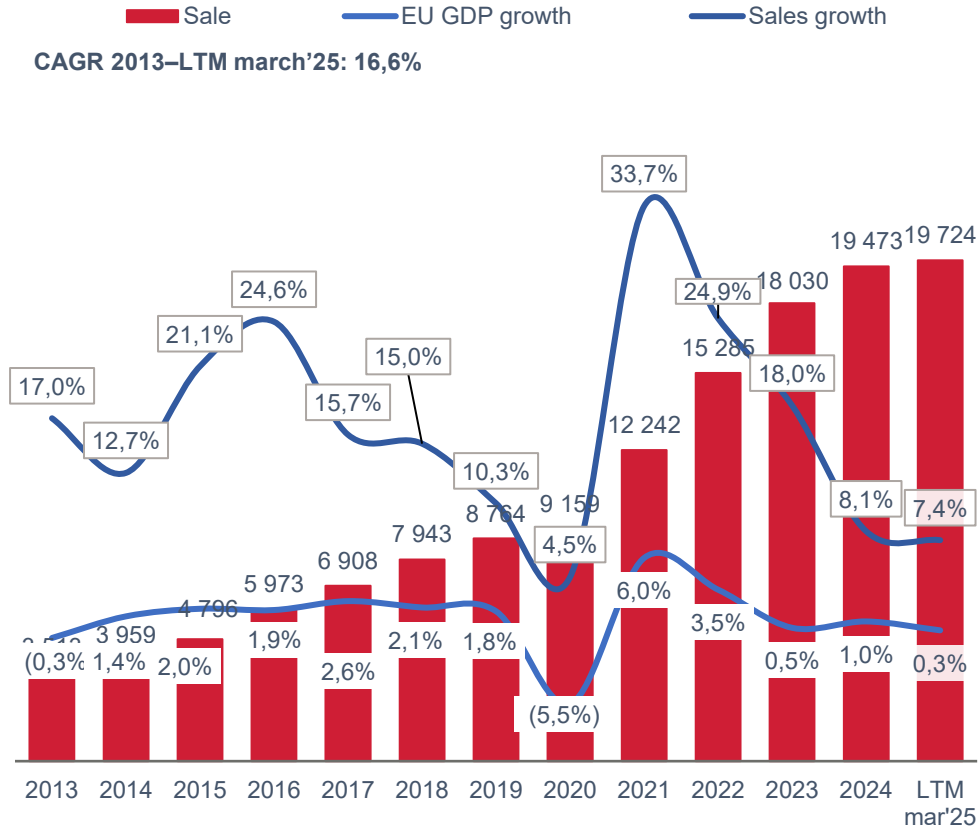


Source: Corporate information. Note: Financials converted at EUR/PLN = 0.2390

<sup>1</sup> Countries, where Inter Cars has a brick and mortar distribution chain. <sup>2</sup> Cash conversion defined as (EBITDA – capex) / EBITDA.

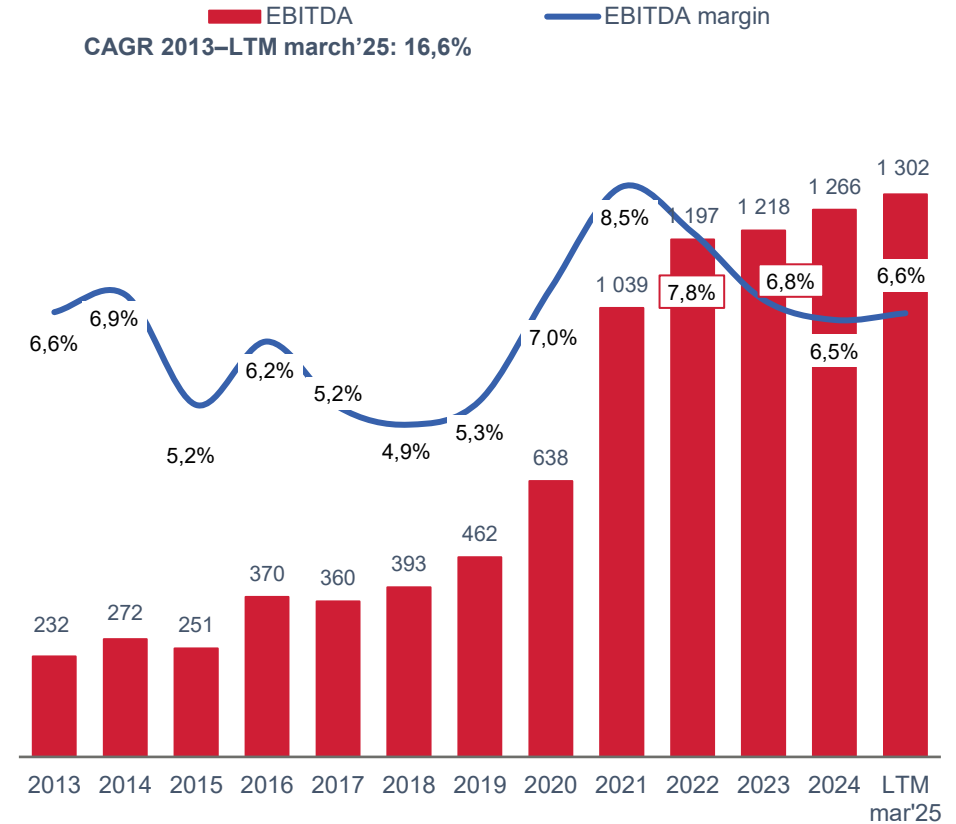
# Track record of strong and sustainable top-line growth

Historical sales (PLNmm)



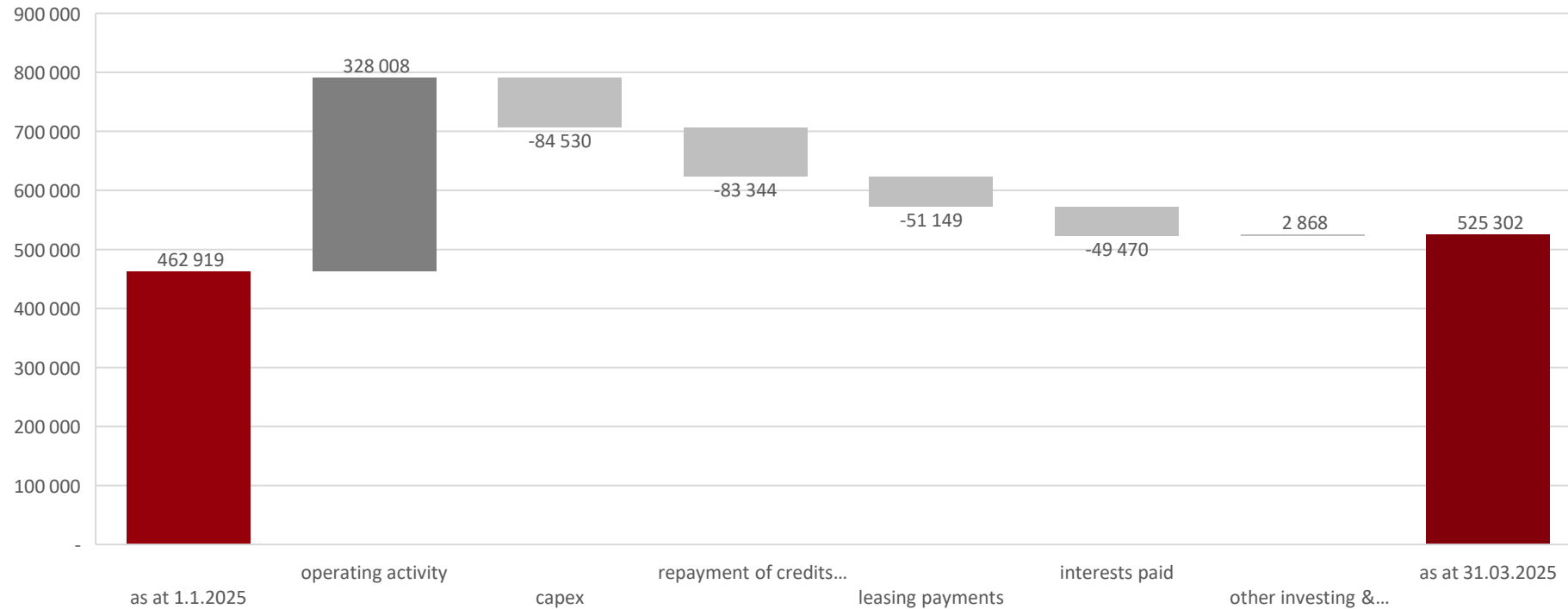
- Proven track record of above market, through the cycle organic growth
- Continued market share gains in core markets
- Consolidated customer base ensuring recurrent sales

Historical EBITDA (PLNmm)



- One-stop shop company in a low margin business vs. Western Europe
- Historical focus on volume growth and cementing market leadership positioning

# CONSOLIDATED CASH FLOW 1Q2025



## Operating cash flows

Cash flow from operating activities amounts to PLN 328 million and is PLN 27 million higher than in the same period last year

## Investing cash flows

Investment expenses amount to PLN 85 million vs. PLN 54 million in 1Q2024.

The Group is continuing the expansion of its warehouse in Zakroczym and has started an investment in Romania, which involves relocating the warehouse in Braşov to a new site and robotizing most of the warehouse processes. The costs incurred for both investments during 1Q2025 amounted 43million PLN, total.

## Financing cash flows

PLN 49 million interest paid

PLN 51 million repayment of lease liabilities



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